

## On-Site Presentations of the Child Abuse Seminar "The Reid Technique of Investigative Interviewing"

By hosting the Reid Child Abuse Seminar the cost savings are substantial. The hosting agency will receive 3 Free seats with a minimum of 30 paid participants. For each additional five paid participants the hosting agency will receive an additional Free seat. The cost of hosting the Reid Child Abuse Seminar is \$395 per person.

### We Provide:

#### ***Marketing Assistance:***

We provide you with all the promotional brochures you need at no charge.

#### ***Training Aids:***

The host agency will receive a complimentary copy of the book *Criminal Interrogation and Confessions* by Inbau, Reid, Buckley, and Jayne, 4th edition; a copy of our new book, *The Investigator Anthology* by Jayne and Buckley; and a set of three audio courses – "*Child Abuse CD-Rom*," "*Sexual Assault Interrogation*," and "*Child Abuse Investigations*."

#### ***Course Materials:***

Each student will receive an extensive outline manual, as well as a certificate of course completion.

#### ***Instructors:***

The Reid Seminars are taught by TWELVE of our senior staff members, representing over 175 years of accumulated experience.

### College Credit

You can now receive college credit attending our 3-day seminars on "The Reid Technique of Investigative Interviewing for Child Abuse Investigations." We have been recognized by Excelsior College to give one college credit to participants who successfully complete the seminar along with an examination.

You can contact our office at 1-800-255-5747 to arrange for the examination or go on-line to <http://www.reid.com/collegecredit.html>. Upon successful completion of an examination you will receive one college credit for the course you completed. As with most college credits it is transferrable to most other colleges. The cost for the examination and processing is only \$35.

Anyone who has attended our programs since 1998 is eligible to take the college credit examination.

**John E. Reid  
and Associates, Inc.**

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Chicago, IL 60606

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*PRESENTS...*

THE REID TECHNIQUE OF  
INVESTIGATIVE  
INTERVIEWING FOR  
CHILD ABUSE  
INVESTIGATIONS

**John E. Reid and  
Associates, Inc.  
Presents...**

*The Reid Technique  
of  
Investigative Interviewing  
for Child Abuse*

**2005  
3-Day Seminars**

**To Register Call  
1-800-255-5747**

## CHILD ABUSE SEMINAR

**The Reid Technique  
of Investigative Interviewing**

**John E. Reid  
and Associates, Inc.**

*Presents*

## CHILD ABUSE SEMINAR

**The Reid Technique  
of Investigative Interviewing**

**A Seminar  
That Teaches You:**

*How to tell if an  
alleged offender  
is lying.*

*How you can get  
them to tell you  
the truth.*

***And much more...***

**Whether you are a:**

**Child Protection  
Investigator**

**Social Worker**

**Intake Worker**

**Police Officer**

***This dynamic  
three-day seminar  
is for you!***

**JRA**



250 S. WACKER DR., STE. 1200  
CHICAGO, IL 60606  
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## *“This seminar is different from any other offered to child protection workers today.”*

### *We'll Show You:*

- Specific guidelines to recognize verbal and non-verbal cues that identify whether a person is lying or telling the truth.
- How to use a structured approach to interviewing, based on over 50 years of interviewing experience that incorporates behavior provoking questions along with standard investigative questions.
- The common characteristics of child abusers. You will gain insight into offenders' attitudes, how they create opportunities to abuse children, how they shift the blame for their actions and how they make the victims feel responsible.
- The rationalizations abusers use to explain away their behavior, and the physical and psychological grooming techniques they engage in to abuse a child.
- How to get offenders to admit their abuse.

*“I've been involved in child abuse investigations for over 23 years, and have attended over 100 training courses. The John Reid program is by far the most valuable I've ever attended.”*  
*Pediatric Medical Social Worker*

### *Survey Results of Reid Graduates of the Child Abuse Seminar*

- 90%** felt more confident in their interviews after the training.
- 96%** felt their interviews with alleged offenders were better.
- 96%** were better able to identify who was telling the truth.
- 96%** were better able to identify who was withholding information.
- 88%** were better at getting admissions from sexual abuse offenders.
- 92%** were better at getting admissions from physical abuse offenders.

*“After I attended your training, I had a 17-year-old admit that he had sex twice with a 12-year-old. I had only her word, no crime scene, no physical evidence; your training helped get the information. Thanks.”*  
*Social Worker*

*Participants will leave the seminar feeling energized, confident, and better prepared to conduct successful interviews with alleged offenders, thereby protecting the child.*

## Reid Technique JRA Seminar Topics

### • INTERVIEWER CHARACTERISTICS AND ROOM SETTING

The behavior of the interviewer has an influence on the behavior of the subject. We will show you the type of attitude, posture, eye contact, facial expressions, and tone of voice that an interviewer should display to encourage a subject to talk, and what behaviors cause a subject to close up and refuse to volunteer information.

We will also show you how to establish the proper environment to conduct the interview. This will maximize your ability to read the subject's behavior and elicit accurate information.

### • BEHAVIOR SYMPTOMS

When a subject makes a conscious effort to conceal information, they often experience internal conflicts that result in an increase in tension and anxiety which manifest themselves in nonverbal behavior. This is what gives many experienced interviewers that “gut feeling” that the subject is withholding information. After conducting over 250,000 interviews in the last 50 years, we have learned what behaviors to watch for that will indicate whether a subject is telling you the truth.

### • YOU'LL LEARN:

- The 22 physical activities that a subject may engage in to reduce the tension associated with verbal lies.
- The five principles of behavior symptom analysis that will improve your understanding of the importance of non-verbal behavior.
- The five subject variables that will affect the way you interpret the behavior symptoms.
- The five golden rules in reading behavior that every interviewer should know.
- How to distinguish between a nervous truthful subject and one who is intentionally withholding information.
- The seven behavioral attitudes displayed by subjects that are telling you the truth.
- The 11 behavioral attitudes displayed by subjects that are withholding information.
- The 13 different body postures subjects display during an interview and what they mean.
- The 12 guidelines for distinguishing between truthful and deceptive responses.

### • BEHAVIOR ANALYSIS INTERVIEW (B.A.I.) AND PROFILING SUBJECT DATA SHEET

The information developed through the use of the standard investigative questions of “who,” “what,” “when,” “where,” and “how” is often not adequate to identify whether a subject is telling the truth. The Reid Behavior Analysis Interview is a technique that uses a structured set of non-accusatory behavior-provoking questions developed as a result of many thousands of interviews.

The B.A.I. makes it easier to determine whether the suspect is telling the truth about the matter under investigation. We will tell you how truthful subjects answer these questions and contrast that with the way a deceptive subject will answer the same questions. These 20 behavior-provoking questions will add the structure that is lacking in many interviews.

You will also receive a subject data sheet that will list:

- The 16 common characteristics of a subject likely to be involved in the sexual abuse of a child.
- The 10 common characteristics of a subject likely to be involved in the physical abuse of a child.
- The eight common characteristics of a subject likely to be involved in child neglect.

### • THE REID NINE STEPS OF INTERROGATION

Although as a child protection worker you will not often be in a situation to interrogate a subject, we have found that an understanding of the basic techniques has improved the working relationship with law enforcement. Therefore an abbreviated presentation of the Reid Nine Steps of Interrogation will be presented.

The nine steps approach to a successful interrogation has been developed by John E. Reid and Associates through extensive research and practical experience over a period of 60 years.

This approach is only used following a thorough investigation, and complete complement of interviews with all involved subjects. If a subject has been identified as the guilty party or is withholding important information vital to the successful resolution of the case, then an interrogation of that subject is necessary.

### • SEMINAR MATERIALS

Each participant will receive a comprehensive bound volume, containing a complete outline of the material presented for future reference. Successful completion of the seminar will be recognized by awarding of a Certificate of Completion by John E. Reid & Associates. This certificate can be used as evidence of increased expertise when seeking job advancement.

NOTE: The John E. Reid Seminars described in this brochure are copyrighted, and may not be tape recorded. Note-taking is advisable.

## Videotaped Interviews of Child Sexual Abusers

You will see members of our staff interview convicted child abusers and hear them explain:

- How they started to sexually abuse children.
- How they manipulated the children into the sexual activity.
- How they rationalize their behavior.
- The type of victim they would look for.
- Why they lied to investigators.

This information will help the child protection investigator gain a better understanding of people who sexually abuse children. This information will increase your ability to successfully gain the truth from suspected child abusers.

### You Will See Actual Subject Interviews

All presentations are supplemented by the use of videotaped examples that illustrate the lecture material in a step-by-step manner. The videotaped material is drawn from actual subject interviews conducted by members of the John E. Reid staff.

## Special Note to Past Reid Graduates

If you have attended our standard three-day interrogation program, but have been recently transferred into your department's child abuse unit, then you will find this specialized training program beneficial in your new assignment. Although the behavioral analysis lecture will act as a review, you will see videotapes on child abuse you did not see in the three-day interrogation program you attended. There is also a three-hour presentation concerning Factual Analysis, Evaluating the Alibi, and Common Characteristics of Abusers not presented in our other programs.

Also, in addition to the standard Behavioral Analysis Interview questions, you will receive a list of specialized questions on sexual abuse cases and a list of specialized questions on physical abuse cases.

You will also receive the answers to the 26 most often asked questions on how to interview children who may have been sexually abused. The information was developed for us by the Director of the Child Sexual Abuse Treatment Center in Illinois and based on their experience in interviewing children for the last 16 years.

This seminar will also give you an opportunity to acquire that added credential when testifying on child abuse cases to enhance your credibility on the stand. If you know the social workers in your area who you think might benefit from this training, please pass this brochure on to them.

## CONTINUING EDUCATION CREDITS

The Reid Technique in Investigative Interviewing for Child Abuse Investigations has been approved by the following organizations to award hours of continuing education credits to participants.

- State of Minnesota– Board of Social Work Department of Human Services CB:2698
- West Virginia– Provider #49999
- Iowa– Provider #54
- National Association of Social Workers (Oregon Chapter)
- State of Ohio Counselor & Social Worker Board
- Supreme Court of Ohio Commission on Continuing Legal Education, Activity Code #5814-72408
- State of Illinois
- Maryland State Board of Social Work Examiners, Category I
- New Mexico Board of Social Work Examiners
- South Dakota Board of Social Work Examiners

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